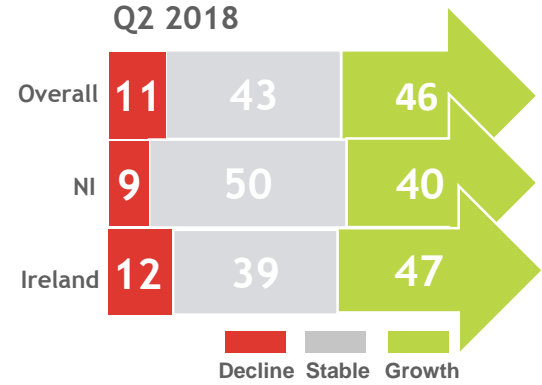
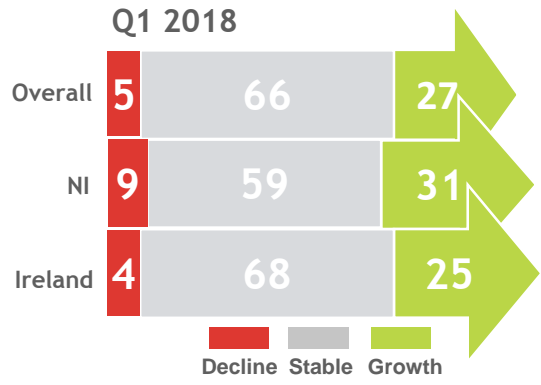




BUSINESS POSITION

// Businesses were asked about their business position



The survey reveals an increase **both** in firms that are declining and firms that are growing

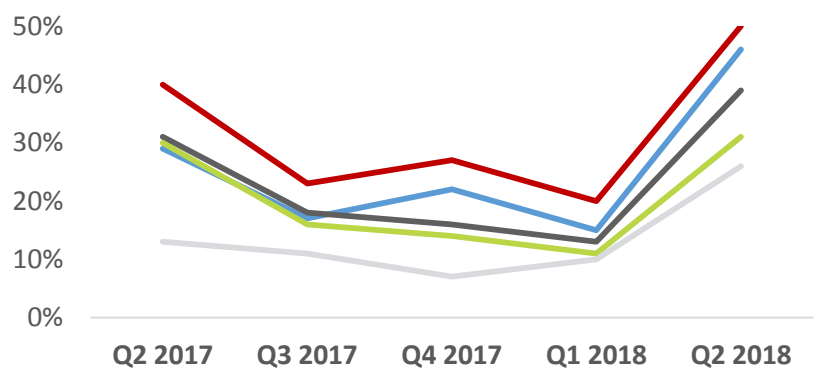


BUSINESS ISSUES

// Businesses were asked about the issues they are facing

There has been an **uptick** in challenges, notably:

- Overhead costs
- Energy costs
- New competitors
- Difficulty recruiting



— Rising overhead costs — Rising energy costs — New competitors — Cash flow — Recruiting for skills



BREXIT

// Businesses were asked if they had made plans or would be preparing a plan before March 2019

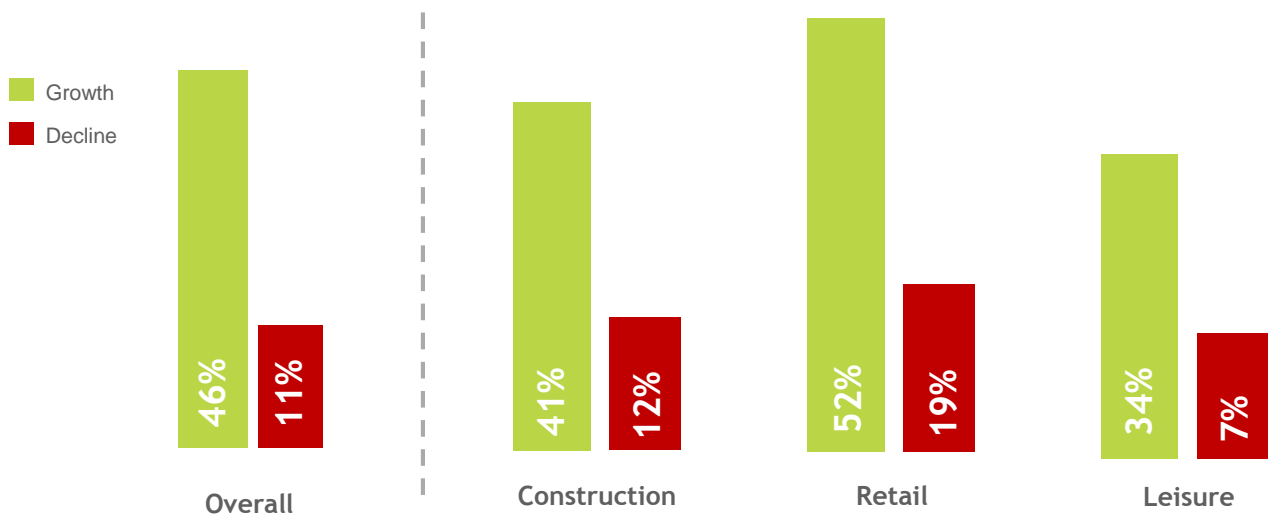
While 4% had a plan already in place at Q1, at Q2 we now see **20%** anticipating having a plan ready for March 2019

However, **30%** predict negative sales impact and **24%** are deferring investment plans

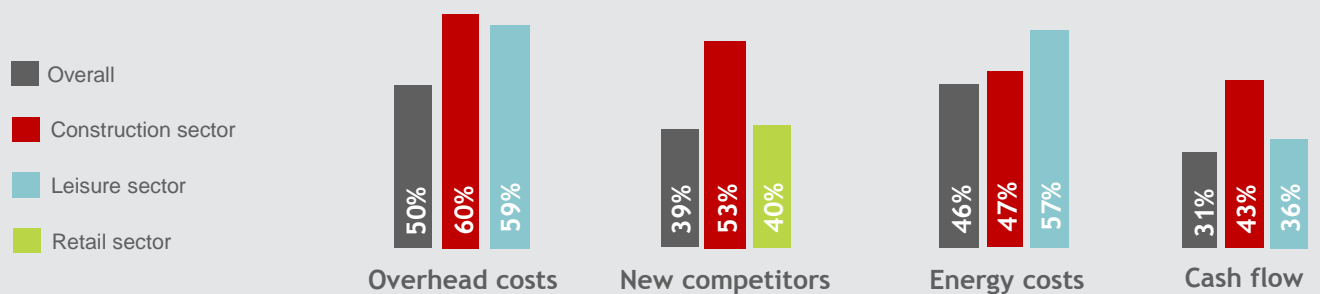
SECTORAL DIFFERENCES



BUSINESS POSITION // Businesses were asked if their business is in growth or decline



BUSINESS ISSUES // Businesses were asked about the issues they are facing



SIZE DIFFERENCES



Survey results suggest that **Larger businesses** are more likely to be growing

■ Growth ■ Decline

If you are a business looking to navigate your way through Brexit and are unsure what to do next, start with our Brexit Advisory Service. We offer a suite of supports for SMEs, including funding of up to £2000/€2000 towards professional advice in relation to Brexit matters through our [Brexit Funding Support](#). If you need information on what the introduction of possible tariffs might mean for your business our Service can also point you in the right direction. For help and support just contact bretxit@intertradeireland.com or call 028 3083 4100 (048 from Ireland).

A telephone survey of 751 business was conducted on an all island basis, with the aim to provide a deeper understanding of the needs, experiences and issues facing businesses. The survey was conducted between the 19th June and 9th July 2018.